



Skyline Windows Sees More Clearly with Sage 100 Advanced from Business Solution Providers

Skyline Windows is on the cutting edge of innovative window manufacturing, with custom solutions for both commercial and residential buildings. The company is a direct importer of European hardware, which it incorporates into North American window and door designs for superior operability and appearance.

The company's experience with structural glazing results in window systems with minimal sightlines and concealed vents, for applications as diverse as sports stadiums and high rises to hospitals and schools. Skyline also offers custom window solutions to withstand blasts, hurricanes and ballistics damage.

Tony Piombino joined Skyline Windows three years ago as CFO, and determined that the accounting and manufacturing systems needed to be as efficient and sophisticated as the firm's windows themselves. "Our existing software was not adequately managing inventory," he says. "Also, it was difficult to determine project profitability. Job costing is essential for us, because we handle enormous projects, some in excess of \$5 million. Finding a new financial system became my first priority."

SYSTEM SELECTION BASED ON SERVICE

"We put out an RFP for a new system, looking for a blend

of core accounting, inventory management and job-costing capabilities. After an extensive interview process evaluating consulting firms and products, we selected Business Solution Providers (BSP) and Sage 100 Advanced," says Tony.

"BSP was a winner because of their superior customer service," he continues. "If your consultant is a huge firm, someone our

size is not very significant. They'd send out a low-level staffer to deal with us. With BSP, however, we are a significant client, and they treat us that way. Their principals give us personal attention. That means that we get the very best service every time we call."

SIMPLICITY OF SAGE 100 Advanced

Skyline Windows chose Sage 100 Advanced for its user-friendliness and overall simplicity. "We were making a dramatic change, and needed the switch to be as problem-free as possible. Sage 100 Advanced offered everything we needed, all in one integrated package," Tony says.

In the spring of 2005, Skyline implemented Sage 100 Advanced with a full suite of financial and manufacturing modules. Today the software has automated all accounting functions, plus inventory management and job costing. "We now have perpetual inventory with detailed unit quantities, a dramatic improvement," Tony explains. "And Job

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— Tony Piombino, CFO,
Skyline Windows

Cost has become the heart and soul of our business.”

BEYOND BASIC P&L STATEMENTS

Job Cost changed how the company thinks. “Historically, we reconciled everything to profit and loss statements, viewing gross profitability. We knew, for instance, that material costs were a certain percentage of the total. But no one knew the impact of individual projects. So we couldn’t pinpoint factors by department,” remarks Tony.

“With Sage 100 Advanced and Job Cost, we have a better understanding of specific project financial results. I can use these specific results to show our executive management team why one job is great and another is not performing as expected. We can make sure that mistakes never reoccur, and emulate our successes. When we manage each project to maximum profitability, the overall financial results of the company look good,” says Tony.

“The overall result is that we’re more comfortable with, and have a greater understanding of our business than ever before. We can review any aspect of a specific project at any time, in real time. Also, our annual audit with our respective auditors has been more efficient and less time consuming due to the ease and

specificity of the system.”

BSP – COLLEAGUES, NOT JUST CONSULTANTS

Equally important has been the strong relationship Skyline developed with its consultant. “BSP understands our vision, and designs solutions accordingly. What’s more, they want their clients to be 110 percent satisfied. Every little detail means a lot to them, because their reputation is on the line. And they don’t just think about meeting our needs for today, but help us plan for the future. I’m lucky to have met them, and will continue the relationship as long as possible,” Tony adds.

“Personally, I like Russell Berman, our representative and a partner at BSP. I can call him any time, and he’s immediately available. You don’t often see this level of responsiveness. He’s more of a colleague than just a consultant, and has become a friend.”

When asked if the conversion was a good idea, Tony laughs. “I can’t put a dollar value on all the benefits we’ve received. And of course, Sage 100 Advanced and BSP don’t sell windows for us. But they have definitely caused us to be more proactive and efficient. In fact, BSP and the tools they’ve given us were significant factors in making last year the best in Skyline’s history.”

Customer Profile

CUSTOMER:

Skyline Windows
New York, NY

www.skylinewindows.com

INDUSTRY:

Window manufacturer
& installer

Locations: 2

Employees: 300+

Size: \$50 – 75M

Users on Sage 100 Advanced: 35

CHALLENGE:

Existing accounting system did not properly track inventory, or permit financial management by project

SOLUTION:

Sage 100 Advanced with full suite of financial and manufacturing modules, implemented by Business Solution ProvidersI

RESULTS:

Accurate job performance reports and real-time inventory helped Skyline achieve the best year in its history